

Message Text

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FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 7948

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UNCLAS SAN SALVADOR 1612

E.O. 11652 - N/A

TAGS: BTIO, ES

SUBJECT: PRODUCT OPPORTUNITY: ANDA'S SAN SALVADOR CITY POTABLE WATER
(NORTH ZONE PROJECT)

REF: A) SAN SALVADOR 1190; B) STATE 089482;

1. NAPOLEON TERCERO, CHIEF OF ANDA'S SERVICES DEPARTMENT HAS INFORMED US THAT ANDA EXPECTS TO SPLIT UP PURCHASES FOR THE NORTH ZONE PROJECT AND SPREAD OUT BIDDING PROCESS OVER SEVERAL MONTHS, BEGINNING NEXT JUNE. HE WAS PLEASED THAT COMMERCE HAS ALREADY CONTACTED SEVERAL SUPPLIERS. HE EXPLAINED THAT DEADLINES MAY BE RATHER SHORT IN VIEW OF THE PROJECT'S URGENCY AND THE DELAYS CAUSED BY THE TIME-CONSUMING PAPERWORK IN WHICH ANDA IS NOW INVOLVED.

2. GORDON STEVENSON, CHIEF OF ANDA'S BRITISH TECHNICAL ADVISORY FIRM, WALLACE EVANS & PARTNERS, GAVE US THE FOLLOWING INFORMATION ON THE NUMBER AND CAPACITY OF ELECTRIC MOTOR-POWERED WATER PUMPS THAT ANDA WILL REQUIRE: A) SEVEN CENTRIFUGAL HORIZONTAL (OR VERTICAL) AXLE WATER PUMPS, OF 320 LITERS PER SECOND EACH, POWERED BY A 1,800 HP ELECTRIC MOTOR; B) TEN CENTRIFUGAL, VERTICAL AXLE WATER PUMPS, OF 200 LITERS PER SECOND EACH, POWERED BY A 615 HP ELECTRIC MOTOR, AND C) FOUR CENTRIFUGAL, VERTICAL AXLE WATER PUMPS OF 200 LITERS PER SECOND, POWERED BY A 400 HP ELECTRIC MOTOR.

3. ANDA WILL ALSO REQUIRE: A) FOUR CENTRIFUGAL, VERTICAL AXLE WATER PUMPS, OF 300 LITERS PER SECOND EACH, POWERED BY AN 800 UNCLASSIFIED

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HP ELECTRIC MOTOR, AND B) FIVE CENTRIFUGAL, VERTICAL AXLE

WATER PUMPS, OF 200 LITERS PER SECOND EACH, POWERED BY A 550 HP ELECTRIC MOTOR. THE LATTER (A) AND (B) PUMPS NOTT BE COMPLETELY ELECTRO-SUBMERGIBLE (SUBMERGIBLE PUMP AND MOTOR), OR ALTERNATIVELY BE OF THE TYPE WHICH HAS A ENBMERGIBLE PUMP, POWEJMTPBY AN ELECTRIC MOTOR INSTALLED ABOVE GROUND.

4. IT IS SUGGESTED THAT US MANUFACTURERS ACQUAINT ANDA ABOUT THEIR EQUIPMENT, DELIVERY AND INSTALLATION SERVICES BY WRITING AND SENDING CATALOGS, PREFERABLY IN SPANISH, DIRECTLY TO:

MR. GORDON STEVENSON
WALLACE EVANS & PARTNERS
APARTADO POSTAL 2030
SAN SALVADOR, EL SALVADOR
CENTRAL AMERICA.

CAMPBELWLL

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